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MDANEWS

MAINE DENTAL ASSOCIATION

Spring 2019 | Volume 5 | Number 3

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Register For Convention, Check Out New Website

Come for the beautiful location, or maybe come for the "CE By The Sea,"

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Registration Form Inside

but definitely come to the 2019 Maine Dental Association Annual Convention. This year's event will be held at the Harborside Hotel, Marina, and Spa in Bar

Harbor on Friday, May 31, and Saturday, June 1.

Feedback about the 2017 Maine Dental Association Annual Convention at the Harborside was very positive, so the

(continued on page 8)

MDA Unveils New Logo, Announces New CE Venue



MAINE DENTAL ASSOCIATION

Above, the MDA's new logo. At right, function space at Maple Hill Farm Inn and Conference Center in Hallowell, where the MDA will be holding courses this fall and in spring 2020.



The Maine Dental Association's logo has undergone a facelift and has a new look! You will be seeing much more of our new logo in the coming weeks and months, so stay tuned!

We have another exciting announcement - the MDA will be holding its continuing education courses this fall and next spring at a new location - Maple Hill Farm Inn and Conference Center, which is located in Hallowell.

You can see a list of dates for the 2019-2020 courses at Maple Hill Farm by going to www.medental.org, and clicking on Continuing Education. Be sure to Find out more about what's new at the Maine Dental Association in From The Executive Director's Desk on page 2.

save the dates! Topics for MDA 2019-2020 continuing education courses include occlusion/dentition, TMD/sleep apnea, emerging trends for the dental team, alternative medicine, composites, and oral pathology.

More information on our course offerings, and registration, will be available online soon.

MDA MISSION STATEMENT:

To support members in achieving excellence in dentistry

MDA VISION STATEMENT:

To be leaders in oral health in Maine





From The Executive Director's Desk: Change Is In The Air

By Angela Cole Westhoff, MDA Executive Director

Change - alter, vary, modify - to make or become different.

Change is in the air at the Maine Dental Association!

The 2019 Annual Convention is quickly approaching. We will be meeting May 30, 31 and June 1 at the Harborside Hotel, Spa, and Marina in Bar Harbor. To promote the convention and increase the visibility of the Maine Dental Association's CE programs, we have created a **new website:** www. medentalce.com. The website provides information and key updates for the convention, and it includes speaker bios, course descriptions, things to do, and hotel information, as well as brand-new, super user-friendly online registration.

The CE website is mobile-enabled, so you can even register on your cell phone! Online registration provides you with an immediate confirmation, and you can register multiple people from your office. We hope you enjoy these added features, and that our improvements save members time when they are registering.

In addition, we are proud to announce a **new venue** for our next continuing education lecture series, starting in September. We will be holding our courses at Maple Hill Farm Inn and Conference Center, located at 11 Inn Road in Hallowell. The CE Planning Committee made this decision carefully, after analyzing registration trend data and feedback from our members, including comments on evaluation forms.



We heard you! The MDA is responding to members' request to increase the quality of experience for learning, and a change in venue will provide modern conveniences and state-of-the-art technology in a welcoming, inviting environment.

We have undergone a logo update. We are extremely pleased to announce **our new look and feel**. It was time for a change – and our new logo represents the great beauty of Maine, including our mountains, trees, lakes, rivers, and the mighty Atlantic Ocean. We hope you love it as much as we do!

The logo will be rolled out over the next several months, so be sure to take note. Also, all attendees at the Annual Convention this year will receive a special item with the new MDA logo!

Finally, our Preferred Business Partner Program is growing! In the coming months, we will be announcing some **new affiliations** that will save you money in your practice, enhance your workflow, and bring value to you and your patients.

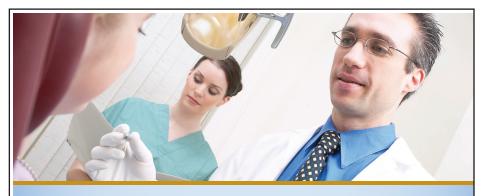
Sophia's House Seeking Dentists To Volunteer

Sophia's House, a residential project of the Center for Wisdom's Women, is reaching out to dentists to see if they can help provide treatment to the women who will be living there.

The former convent at St. Patrick's Church in Lewiston has been donated, and will be renovated into Sophia's House by the end of 2019. The goal is to provide six women who have had a past of adverse experiences a place to live in an all-expense-paid, healing environment. The women will live there for two years, with the goal upon completion for the women to be able to live independently in a stable environment.

If you are interested in providing help, contact Cathy Carey at (207) 524-7601 or (207) 402-0424.

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News from the President's Corner

Kathryn Horutz, DMD

I tend to get a bit philosophical this time of year. I'll blame the sound of birds on my morning walk with my dog and the brilliance of chartreuse buds against the blue sky. The other morning, I was walking my dog Poppy and musing on the crazy schedule ahead. Two weekend emergency patients to squeeze into my Monday schedule, a lunch hour meeting, and an evening conference call made for a daunting Monday. Sound familiar?

Wishing the walk could last a bit longer, I reluctantly turned to head home, and I had a moment of clarity. Oprah used to call it an "Ah-ha! Moment." Sure, I had a packed schedule, but I knew when I walked into the office, there would be seven employees ready to tackle the day with me. And, because they are fabulous, there would also be a pot of fresh coffee waiting for me. (What can I say? I am totally spoiled! I am also told I make lousy coffee.) My "schedule" was full of patients who put their trust and care in my hands. It's rare for a day to go by in our office without cooing over new baby pictures, or hearing about recent vacations, or new jobs. People invite us into their lives. They allow us the privilege of providing oral care for themselves and their families. My younger sister subscribes to a theory that there are two types of people in this world: Tiggers and Eevores. I should explain that she is a kindergarten teacher, but the point was, that I was an Eeyore. I was a "plan for

the worst, and hardly dare to hope for the best" kind of girl. But not this morning. This morning, the Eeyore grew some Tigger stripes and my busy day had gone from a chore to a blessing.

A friend and health care provider once said that she wished she had the ability to definitively treat a patient's pain in the expedient way we could in dentistry. I've never forgotten those words. Another friend (yes, I have more than one!) once told me he was more than a tooth mechanic, but boy, it sure doesn't feel that way sometimes. Dentistry often gets treated like a commodity-based business, but it is so much more. As dentists, we are healers, artists, scientists, entrepreneurs, and community leaders. It's really quite remarkable the number of hats we wear on any given day.

So, my point? Dentistry is a profession, not a job. It is a privilege, not a chore. I need to be reminded of this occasionally. I choose to give back to the profession by volunteering. The MDA has been a great platform to be involved in the profession on a nuts-and-bolts basis. I've learned so much at the MDA, and I have been inspired by so many great dentists. So, if you are looking for a way to give back to our great profession, consider volunteering with the MDA. Trust me - you'll take away far more than you give back.

Anesthesiology recognized as dental specialty by ADA

Dental anesthesiology becomes the 10th dental specialty recognized by the National Commission on Recognition of Dental Specialties and Certifying Boards.

The recognition comes after the National Commission on March 11 adopted a resolution based on an application from the American Society of Dentist Anesthesiologists to recognize dental anesthesiology as a dental specialty.

The ADA House of Delegates in 2017 established the National Commission to oversee the decision-making process for recognizing dental specialties. The "Requirements for Recognition of Dental Specialties" is still managed by the ADA's Council on Education and Licensure and the ADA House of Delegates.

Dental anesthesiology now joins the following dental specialties: dental public health; endodontics; oral and maxillofacial pathology; oral and maxillofacial radiology; oral and maxillofacial surgery; orthodontics and dentofacial

orthopedics; pediatric dentistry; periodontics; and prosthodontics.

Dental specialties are recognized "to protect the public, nurture the art and science of dentistry and improve the quality of care," according to the National Commission website.

A sponsoring organization seeking specialty recognition for discipline of dentistry must document that the discipline satisfies six requirements, as outlined in the "Requirements for Recognition of Dental Specialties." The sponsoring organization of the proposed specialty must provide documentation to show that it is a distinct and well-defined field that requires unique knowledge and skills beyond those commonly possessed by dental school graduates; that it requires advanced knowledge and skills; and that it scientifically contributes new knowledge, education and research in both the field, and the profession.

News from the First District Trustee's Corner

Judith Fisch, DDS

To create a more impactful dental meeting for attendees, guests, and exhibitors, the American Dental Association and FDI World Dental Federation have joined together to host the ADA FDI World Dental Congress in San Francisco Sept. 4-8, 2019. The meeting will be held with support from the California Dental Association and San Francisco Dental Society.

There will be much to celebrate at the meeting, including the 160th anniversary of the ADA, the 150th anniversary of the San Francisco Dental Society, and the culmination of a successful presidential term for our own ADA member and FDI President, Kathryn A. Kell, DDS.

"We are excited to team up with the ADA to produce an engaging scientific program, while hosting what should be one of the largest exhibitions ever seen at FDI's World Dental Congress," Dr. Kell said. "Attendees and exhibitors from across the globe will have the opportunity to meet on the exhibit floor and in networking events, fostering new opportunities to learn from colleagues."

Basic registration for the ADA FDI World Dental Congress is free for ADA members and all North American attendees. Additional efforts are planned to enhance the attendee experience, including simple, a la carte pricing for CE and events, digital ticketing, and the availability of an optional VIP upgrade. Registration opened on February 13, and is available at ADA.org/meeting. Continuing education courses and event tickets are being offered on a first-come, firstserved basis, so attendees are encouraged to register early. Now is the time to act quickly and register for the over 300 continuing education courses that are truly the star of this joint meeting. Participants can plan their course schedules using the Course Planner site linked from ADA.org/meeting, then proceed to the ADA FDI 2019 registration site to enroll in the courses. All courses require pre-registration, even free courses.

Continuing Education highlights for 2019 include:

- Workshops and CE for every interest, including "Botox Therapy for Every Dental Practice", "New Minimally Invasive Composite Techniques" and "A Mixed Bag of Practical Oral Lesions in Tots and Teens."
- A Dental Sleep Medicine Conference will feature three leading experts in dental sleep medicine. They will explain the ADA Policy Statement on the Role of Dentistry in the Treatment of Sleep-Related Breathing Disorders, while educating

attendees on the latest in medical science and professional guidelines and protocols. The conference offers 14 hours of CE credit.

- Best of ADA ADA Council, ADA Foundation and ADA Commission courses showcase the work of ADA leaders and staff, including "International Dental Volunteer Projects: Best Practices," "Social Media and Other Electronic Communication in Dentistry," and "Unrelenting Greed: A Peek into the Mind of an Embezzler."
- Women in Dentistry Leadership Series features three keynote speakers: Alison Levine (team captain of the first American women's Everest expedition), Alison Ledgerwood (professor and Chancellor's Fellow at the University of California, Davis and popular TEDx speaker) and Heidi Hanna (integrative neuroscientist and expert on stress) — as well as workshops and fireside charts associated with each presenter and presentation.
- The New Dentist Conference will explore the future of dentistry, with keynotes presented by Dr. Miguel Stanley and Marko Vujicic, Ph.D. This two-day conference features CE designed for dentists who graduated from dental school less than 10 years ago, along with dental students. Participants can earn up to 15 hours of CE credit.
- The ADA Practice Success Theater, new in 2019, will be located on the exhibit floor, featuring well-known speakers sharing crucial information about marketing, social media, HIPAA liability, managing finances, staff recruitment and retention, and more.

I am looking forward to this amazing opportunity that will bring leaders and speakers from all over the world to this congress in San Francisco. Besides the stellar continuing education offerings and the many exciting social events, this is a gathering in the US of leaders from around the world in the profession of dentistry, leaders in the dental industry, and practitioners from all walks of life. This will be my final meeting as a part of the ADA/FDI delegation, and I am very proud of the work and effort our association staff and volunteer leaders have dedicated to arranging and organizing this very exceptional conference.

I hope to see you there!



Rand, Kerr, Keeling Announce Candidacy For MDA Board Leadership

Dr. Brad Rand has announced his candidacy for president, Dr. David Kerr has announced his candidacy for president-elect, and Dr. Heather Keeling has announced her candidacy for vice president of the Maine Dental Association Executive Board.

Dr. Rand is a general dentist who has been in private practice in Brewer since



RAND

2006. He graduated magna cum laude from Brigham Young University, and then completed his dental training at the University of lowa College of Dentistry, where he graduated Omicron Kappa Upsilon. He is

a member of the Academy of General Dentistry, and received his Fellowship award in 2016. He has partnered with the Dental Lifeline Network for several years, and has been on the MDA Executive Board for five terms. He has competed in Ironman events.

Dr. Kerr practices in Portland. He attended University of the Pacific School of Dentistry, and did his general practice



KERR

residency at Long Island Jewish Hospital. There, he developed and wrote one of the first papers on splinting traumatized teeth with composite and wire vs. wire. After seeing quality of care being negatively affected by a cut in reimbursement

rates, he attended the Wharton School's MBA program. Upon graduation, he went to University of Connecticut, where he worked as part of a multi-institutional grant. He then decided to move to Maine and practice. He has been treasurer of the Maine Dental Association's Executive Board since 2010.

Dr. Keeling practices in Portland, and was born and raised in Saco. She graduated from the University of New England, then graduated from Boston University School of Medicine with a



KEELING

masters degree in oral health science, and earned her DDS from Dalhousie University Dental School in Nova Scotia. She was president of the Dalhousie Dentistry Students Society, and was Eastern Regional

Councilor of the Federation of Canadian Dentistry Student Association. She has served as vice president of the Greater Portland Dental Society for the past two years and is currently an at-large member of the Maine Dental Association Executive Board.

Open Call For Committee Members

The MDA has revamped its committee structure, and is looking for volunteers to offer their time and expertise to these committees.

If you are interested, have questions, or would like more information, email MDA Executive Director Angela Westhoff at awesthoff@medental.org.

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Good Enough ... Isn't. Find Your Ideal Match With ADAPT Program

By Suzanne Ebert, DMD

VP Dental Practice & Relationship Management, ADA Practice Transitions

The ADA Practice Transitions pilot program is now live in Maine!

No matter what type of transition you are planning – buying, selling, hiring, or finding a job – ADA Practice Transitions (ADAPT) can make the entire process easier.

We match dentists looking to join or purchase a practice with owners seeking an associate or buyer. Our matches go far beyond basic demographics and location.

Research shows that the most successful practice transitions occur when both sides share common goals and philosophy of care. When both dentists are on the same page, the transition is easier, more successful, and more satisfying for everyone involved – dentists, staff, and patients.

We match dentists looking to join or purchase a practice with owners seeking an associate or buyer.

That is why we spend time identifying your unique goals and philosophy of care. Through a robust online platform and curriculum tailored to your needs, we guide you through the steps to find the intersection of your professional, personal, and financial goals. From there, we help you articulate what you do want – and do not want. All that information helps us find the right match for you.

Throughout the curriculum, we explore topics that include: evaluating different models of practice transitions, visualizing your ideal practice, understanding contracts (and other documents), preparing staff and patients, and putting

your finances in order.

You will have the ADAPT team, as well as a dedicated ADA Advisor, available to answer your questions and navigate the details, even beyond signing the contracts.

You may only experience a few practice transitions during your career. ADA Practice Transitions provides support and expertise to remove the uncertainty and stress so you can focus on what matters most. Give your career a boost from the team that takes the time to understand what you want and need out of your practice transition.

Visit ADAPracticeTransitions.com to join the Maine pilot program. If you are among the first 200 dentists to sign up, we will even waive your enrollment fee – and you will be part of the first round of matching that begins in early June.

Sign up today by going to **ADAPracticeTransitions.com.**



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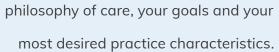


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Maine Selected as ADA Practice Transitions Pilot State – Platform Now Live

ADA Practice Transitions matches dentists looking to join or purchase a practice with owners who are seeking a partner, associate and/or someone to purchase the practice. The service, along with your ADA Advisor, will make suggested matches based on what matters most to you, including your



Become a priority participant today and your enrollment fee will be waived.

Act Quickly! Only **200** priority spots available through May 31.

♦ ADAPracticeTransitions.com

Convention

(From page 1)

MDA is excited to go back to that location this year.

The Harborside offers spectacular views of Maine's of Maine's coast and is steps from Bar Harbor's downtown and boat tours, and a few miles from Acadia National Park.

Be sure to check out the MDA's BRAND NEW Annual Convention website. You can find tons of information, including details on CE courses and speakers, a schedule for this year's event, and more, at www. medentalce.com. The website also offers convenient, user-friendly online registration.

Dr. Harold Crossley, Jameson Consulting, and Adam Minsky will all be presenting at this year's convention.

Dr. Crossley, whose presentation will be "Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana, and Their Impact On You, Your Family, and Your Dental Practice," is Professor Emeritus at the University of Maryland Dental School, and has co-authored a number of articles and four books, dealing with a variety of topics within the field of pharmacology. He has been a consultant for the United States Drug Enforcement Administration and other law enforcement agencies since 1974. Drawing on this unique background,



Dr. Crossley has become nationally and internationally recognized as an expert on street drugs and chemical dependency, as well as the clinical pharmacology of dental drugs.

Jameson Consulting's mission statement is "to help create more productive, more profitable and ultimately more fulfilled dental and business professionals by providing appropriate and sophisticated solutions at the right time with exceptional connection, generosity, gratitude, and skill." Carrie Webber, its chief communications officer and co-owner, Amy Logan Parrish, its chief development officer, and Patty Flanagan, a practicing hygienist, speaker, and writer, will all be presenting at the



convention on three separate practice management topics. The topics will be "How to ROCK Your Practice Marketing on a Budget," "Overcoming 'I'll Think About It'," and "The Cancellation Solution."

Dr. Crossley's course, which will be presented in two parts, on the afternoon of May 31 and the morning of June 1, is part of the 2018-2019 Dentist and Hygienist/Assistant/Staff Member Package Plans. The Jameson presentations, on

(continued on page 9)



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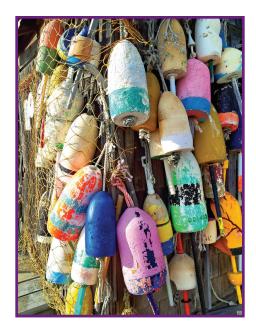
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Convention (From page 8)

the morning of May 31 and the afternoon of June 1, are part of the Dentist Package Plan.

Minsky will present a dental student/ new member lunch and learn titled "Managing Student Loans in a Changing Landscape" on June 1 from noon to 1:30 p.m. All attendees are welcome. Minsky practices in Massachusetts and New York, and is one of the nation's leading experts in student loan law. He remains one of the only attorneys in the country with a practice devoted entirely to helping student loan borrowers. He has published three handbooks: Student Loan Debt 101, The Student Loan Guide for Parents and Cosigners, and The Student Loan Handbook for Law Students and Attorneys. He is also a contributing author to the National Consumer Law Center's manual.

The annual Risk Management Seminar will be offered May 30 at the Harborside from 12:30 to 5 p.m. The seminar is not part of any Package Plan.



Exhibitors will also be in attendance at the convention, on Friday, May 31, from 10 a.m. to 4 p.m. Be sure to visit them and collect punches on your card for your chance at a number of raffle prizes.

Go to www.medentalce.com for more details, and to register online. You can also go to www.medental.org, and click on Annual Convention, to find a link



Go to www.medentalce. com for more details, and to register online.

where you can book your room and the MDA rate, and you can also find links to the convention registration and risk management seminar registration forms.

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- The new member you recruit benefits by taking advantage of membership.
- You benefit by strengthening the ADA and sharing membership with another colleague — plus there are incentives and prizes for recruiters! For details and complete campaign rules visit ADA.org/MGAM.

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THANK YOU!

Visit Exhibitors at MDA Convention, And You Could Be A Winner!

Pick up a raffle card, and once it's filled with the right number of hole punches from exhibitors, enter for your chance at winning one of several raffle prizes. Winners will be drawn Friday, May 31, after the conclusion of Dr. Crossley's course. You must be present to win. Good luck, and see you at the convention!



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2019 MDA Convention Schedule-At-A-Glance

Friday, May 31, 2019

8:00 am	Registration Opens				
9:00 am - noon	CE Course How to ROCK Your Practice Marketing on a Budget (includes Let's Get Social) with representatives from Jameson				
10:00 am - 4:00 pm	Exhibits Open				
Noon - 1:30 pm	Lunch buffet on exhibit floor meet with exhibitors and collect punches for your chance at raffle prizes				
1:30 - 4:30 pm	CE Course Part 1 Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana and Their Impact On You, Your Family, and Your Dental Practice with Dr. Harold Crossley (Sponsored by Northeast Delta Dental) *MEETS STATE OPIOID PRESCRIBING EDUCATION REQUIREMENT				
4:30 pm	Raffle winners drawn in Exhibit Hall				
4:30 - 5:30 pm	Reception for all convention attendees, exhibitors				

Saturday, June 1, 2019

8:00 am	Registration Opens
9:00 am - noon	CE Course Part 2 Opioid Abuse, Appropriate Opioid Prescribing, Alcohol, and Marijuana and Their Impact On You, Your Family, and Your Dental Practice with Dr. Harold Crossley (Sponsored by Northeast Delta Dental)
Noon - 1:30 pm	Honors Luncheon (Past Presidents, PFA, ICD, ACD)
Noon - 1:30 pm	Dental Student/New Member Lunch & Learn (open to <u>all</u> attendees, with ticket) Managing Student Loans in a Changing Landscape with Adam Minsky (Sponsored by Northeast Delta Dental)
1:30 - 4:30 pm	CE Course Overcoming "I'll Think About It" and The Cancellation Solution with representatives from Jameson
4:45 - 5:30 pm	MDA Business Meeting (Members Only)
5:30 - 6:30 pm	Dental Student/Mentor Reception (Sponsored by Northeast Delta Dental)
6:30 - 8:00 pm	President's Awards and Dinner

The Maine Dental Association is an ADA CERP Recognized Provider



Accepted Program Provider FAGD / MAGD Credit 05/01/2018 to 06/30/2021 ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The Maine Dental Association designates these activities for one to six continuing education credits. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.

MDA Business Meeting

The Maine Dental Association's annual business meeting will be held Saturday, June 1, at 4:45 p.m. It will be held in conjunction with the 2019 Annual Convention, held this year at the Harborside Hotel, Spa, and Marina in Bar Harbor.

Company Announces Amazon's Alexa Technology now HIPAA-Compliant

Amazon announced April 4 that its Alexa Skills Kit now enables select covered entities and their business associates subject to Health Insurance Portability and Accountability Act regulations to build Alexa skills that allows it to transmit and receive protected health information as part of an invite-only program, the company said in a blog post.

"Every day developers are inventing with voice to build helpful and convenient experiences for their customers," the blog post said.

"These new skills are designed to help customers manage a variety of health care needs at home simply using voice — whether it's booking a medical appointment, accessing hospital post-discharge instructions, checking on the status of a prescription delivery, and more."

"Voice technology could be a big part of what health care looks like in the future," said Dr. Nima Aflatooni, a member of the ADA Council on Dental Practice.



"We are interested in seeing if Alexa can really help patients connect to dentists and get more efficient access to care while securely protecting patient information in a HIPAA-compliant manner."

For example, Express Scripts, one of the developers of the new Alexa healthcare skills, enables its members to check the status of a home delivery prescription and can request Alexa notifications when their prescription orders are shipped.

Mark Bini, vice president of innovation and member experience of Express Scripts, said in the blog post, "We are trying to make it easier for people to make better informed health care decisions. In particular, we believe voice technology, like Alexa, can make it easy for people to stay on the right path by tracking the status of their mail order prescription, helping us further solve the

costly and unhealthy problem of medication nonadherence." Stephen Cassell, senior vice president of global brand and customer communications for health services organization Cigna, another developer of the new Alexa health care skills, said in the blog post, "We are meeting customers where they are - in their homes, in their cars — and making it simpler to create healthier habits and daily routines. Through our Amazon Alexa skill, customers can simply use voice to understand the full range of their health benefits and receive personalized wellness incentives for meeting their health goals, empowering them to take control of their total health."

HIPAA regulations require certain health plans and health care providers and their business associates to meet data privacy and security standards for safeguarding health information.

To learn more about development, visit the blog post, "Introducing New Alexa Healthcare Skills."

Dr. James Koelbl Chosen To Receive ADEA Distinguished Service Award

Dr. James Koelbl, former Maine Dental Association Executive Board member and president-elect, and now vice provost



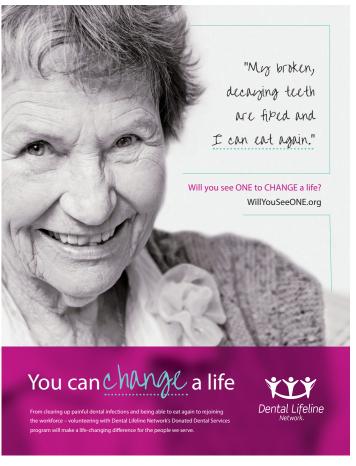
KOELBL

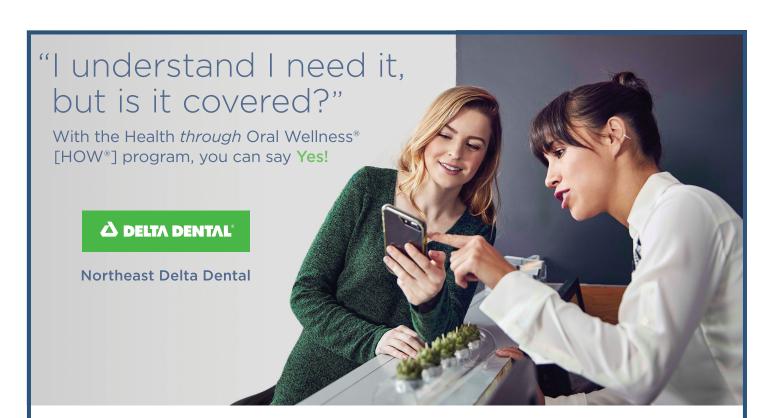
for oral health initiatives at Kansas City University of Medicine and Biosciences, was honored March 17 with the American Dental Education Association (ADEA) 2019 Distinguished Service Award.

Koelbl received the award during the ADEA's Annual Session and Exhibition in Chicago. This award recognizes an individual's significant contributions to the ADEA through research, teaching or service.

"I've never taken for granted the privilege of working in this field," said Koelbl. "I've learned something of value from every experience I've ever had and every individual I've ever met. I accepted the award on behalf of the hundreds of exceptional people I've been honored to work with throughout my 45 years in the profession."

The Distinguished Service award is bestowed only when the chair of the ADEA board and board of directors wishes to recognize an individual who has made an extraordinary contribution to dental education.





LET US SHOW YOU HOW





Dental benefits, like

treatment plans, are

most effective when

they are personalized

and linked to evidence-

based benefits and care.





Our industry-leading Health through Oral Wellness[®] [HOW[®]] program can help you create a patientcentered clinical experience that builds patient satisfaction and loyalty.



Using our free state-of-the-art risk assessment tool can enhance your practice and qualify eligible patients for additional preventive benefits*.





The HOW® program can help you improve patient acceptance of treatment, patient oral and overall health, and your bottom line.

At Northeast Delta Dental, we understand that some patients need more dental care than others. That's why we offer HOW®.

For more information, contact a member of Provider Services at 1-800-537-1715 x1100 or learn more at HealthThroughOralWellness.com

*Additional preventive benefits are subject to the provisions of your patient's Northeast Delta Dental plan.

April Is National Facial Protection And Oral Cancer Awareness Month

The American Association of Oral and Maxillofacial Surgeons is encouraging dentists and other dental professionals to raise awareness on facial protection and oral cancer screenings this month.

April is National Facial Protection Month, founded by the AAOMS to promote the use of protective gear — such as mouth guards and helmets — to prevent dental facial injuries resulting from sports and recreational activities.

The campaign offers tips in avoiding such injuries, including:

- Wear a mouth guard for all contact or collisions sports.
- Use a helmet when biking or playing football, baseball, softball, lacrosse or hockey.
- Be alert, even as a spectator. Alert spectators can avoid foul baseballs and flying hockey pucks.

To learn more about National Facial Protection Month, including access to resources such as posters, downloadThe AAOMS, along with other dental associations, encourage dental professionals to observe Oral Cancer Awareness Month by providing free oral cancer screenings and educating the public about the causes, symptoms and treatments for oral, head and neck cancer.

able social media images, videos and infographics, visit AAOMS.org/SaveFace.

April is also Oral Cancer Awareness Month, which raises awareness on the importance of performing monthly self-exams. According to MouthHealthy. org, the ADA's consumer website, over 51,500 people are diagnosed with cancers of the mouth, throat, tonsils and tongue each year.

The AAOMS, along with other dental associations, encourage dental professionals to observe Oral Cancer Awareness Month by providing free oral cancer screenings and educating the public about the causes, symptoms and treatments for oral, head and neck cancer.

The campaign encourages the public to conduct monthly oral cancer self-exams to look and feel inside the mouth for suspicious sores and feel the jaw and neck for lumps, advising them to consult with a dentist if they experience one or more symptoms of oral cancer that are persistent and not resolving.

For more information, including resources, in raising oral cancer awareness, visit AAOMS.org/OralCancerAwareness and MouthHealthy.org.



Each dentist's career is unique, with different goals and challenges. The ADA is here with exclusive resources to help you move roadblocks whether you're looking for one-on-one support with dental benefit and coding issues, the latest evidence-based clinical information or tools to help you secure financial stability.

Join a community of 163,000+ members driving dentistry forward.





Step Up To The Plate for the Sea Dogs Brush and Floss Challenge

The Portland Sea Dogs are looking for children 16 and under, along with dental offices, to participate in the 2019 Brush & Floss Challenge. The program is designed to promote and create awareness of the importance of dental health and hygiene for young people. Participants who successfully complete the challenge will receive a free ticket to a specified Brush & Floss Challenge Sea Dogs game.

Forms will be given to patients at participating practices. Children will then keep track to show they've brushed twice and flossed once per day for a week. Parents of patients are being encouraged to monitor their children's



progress and send in the form once completed.

Each practice that participates in the program will be part of a "welcome" public address message during the four specified Brush & Floss Challenge Sea Dogs games.

To register your practice for the challenge, or for more information, email John Muzzy at jmuzzy@seadogs.com.

MDA Offering CPR Re-Certification/ Training Course in Fall

The Maine Dental Association is offering a CPR re-certification/training course on Friday, October 18.

The training will take place at the MDA Office in Manchester.

Attendance is limited for the CPR course, and the cost for each participant is \$100.

The course will provide pediatric and adult CPR, first aid, and AED training.

For more information, or to register, go to www.medental.org, and click on ADT Membership, or call the MDA Office at (207) 622-7900.

Notice of Annual Meeting

Maine Dental Service Corporation, d/b/a Delta Dental Plan of Maine, will hold its annual meeting of members on Sunday, June 2, at 10:45 a.m. at the Omni Mount Washington Resort, 310 Mount Washington Hotel Road, Bretton Woods, New Hampshire.

△ DELTA DENTAL®

Northeast Delta Dental



The Root Cellar's programs are designed to serve our neighbors in ways that not only meets needs, but gives people a hand-up so that they, in time, can help themselves.

One of our most requested and needed programs is our dental clinic.

Thanks to our amazing dental professional volunteer dentists, hygienists, assistants, etc., we are able to care for our neighbors who otherwise would not have access to dental care.

There is currently a year-long waiting list for our dental services.

Would you consider serving by sharing your gifts and talents as a dental professional? Just a few hours a month or even a year can make all the difference in our neighbors' lives.

Thank you for your consideration. Feel free to contact Colleen Wood, RDH Dental Clinic Coordinator, at (207) 774-3197 or colleen@therootcellar.org.

Maine Dental Association Preferred Business Partners

Androscoggin Bank



Androscoggin Bank is there for you in the moments that matter the most – for both your practice and personal projects. Our officers provide sound advice and the expertise that will help you position your practice for the next chapter of your journey. We've been helping Mainers craft unique stories for nearly 150 years and look forward to hearing how we can help you.

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Or contact:
Rob Westhoven
rwesthoven@androscogginbank.com
207-376-3638

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Computers *Servers* VoIP Telephone Systems* Networking* Managed IT Support Services Cavities don't form overnight. Neither do major technology issues. In an ideal world, your patients follow your professional advice and put into daily practice the methods of prevention that drastically reduce the risk of major intervention procedures.

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Harbor Digital is based out of Brunswick and Rockport, Maine. 207-236-9097 www.harbordigitalsystems.com support@harbordigitalsystems.com

Patterson Dental



Patterson Dental partners with dental practices of all sizes to help oral health

professionals practice extraordinary dentistry. Patterson's history of serving dental professionals dates back to our company's founding in 1877. Since then, Patterson has grown to meet the needs of private practices and large group dental networks through more than 70 branch offices in the United States and Canada. As one of North America's largest providers of dental products and solutions, Patterson Dental offers more than 100,000 products and a wide range of innovative equipment, software, technology solutions and services. The high demand for dentistry and rapidly advancing technology are the hallmarks of growth in the dental segment.

Patterson Dental - 202 Gannett Drive - So. Portland, ME 04106 - 1-800-639-1801 - www.pattersondental.com

Contact the MDA:
Phone: 207-622-7900,
Fax: 207-622-6210,
Email: info@medental.org;
or go to www.medental.org



MDA Allied Dental Team Membership, Courses

The MDA is adding hygienists, assistants, lab technicians, and dental office staff members to our evolving membership base as allied dental team members.

We feel that our association can only become stronger by including all dental professionals, and we are excited about what we have to offer our allied dental team members.

A MDA allied dental team member is defined as "a licensed dental hygienist in good standing in the state of Maine, a dental assistant, a dental laboratory technician, or a dental administrative staff person working or residing in Maine."

Among the benefits of becoming a MDA allied dental member:

- Quarterly lecture series
- An e-newsletter specifically for allied dental team members
- · Quarterly printed newsletter

· Continuing education course discounts

The annual fee to be an allied dental team member is \$50, with a membership cycle from January 1 to December 31.

2019 Allied Dental Team Course Schedule

May 17 - Infection Control/VDT Training (9:00 to 11:00 am)

Sept. 20 - Ergonomics/Bloodborne Pathogens (9:00 am to noon)

November 15 - HIPAA/Data Security (9:00 to 11:00 am)

The cost per course is \$30 for Allied Dental Team members, \$60 for non-Allied Dental Team members, and \$100 for MDA member dentists. All courses are at the MDA Office in Manchester.

For more information, go to www.medental. org and click on ADT Membership, or call (207) 622-7900.

Classifieds

FULL-TIME/PART-TIME HYGIENIST(S)

Community oriented, we care for and about our staff who show the same concern for our patients. We are seeking full or part-time dental hygienist(s) who is (are) motivated to provide high quality care. Comprehensive benefits for full-time, pro-rated for part-time. Ideally Mid-May start date. Please send inquiry/resume to islanddentalctr@ myfairpoint.net.

More Classified Ads On Pages 18 and 19

The MDA office will be closed:

 May 27 (Memorial Day)

SUDOKU PUZZLE

(c) www. sudokuprintables.org

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Medical Professionals Health Program

This confidential advocacy program is now available to also support Nurses in recovery! The professional compassionate staff is experienced and trained to help nurses understand addiction, the recovery process, and to help them implement strategies for return to safe practice.



If you or someone you know is in need of assistance, please contact us at:

207-623-9266

mphp@mainemed.com



Grow Your Practice With

A BANK THAT BELIEVES IN YOU

We're here to help you meet all your business banking needs.

- New Practice Financing
- New Technology Financing
- Lines of Credit
- Cash Management Solutions
- Merchant Services
- Transitioning Practice Ownership



To see how we can help, contact Jason Straetz at 207-221-8424 or jstraetz@gorhamsavingsbank.com



Classifieds

FQHC DENTIST

HOMETOWN Health Center, a federally qualified health center, has an immediate opening for a dentist at our Dexter location.

ESSENTIAL DUTIES, RESPONSIBILITIES INCLUDE:

- Provides high-quality dental health care to all who request services, including assessment and treatment; performs basic dentistry services
- Promotes patient education for dental health
- · Provides referrals as appropriate
- · Documents patients' clinical charts, including treatment plans
- · Functions effectively as member of dental clinic team, oversees and mentors dental students as assigned

QUALIFICATIONS NEEDED INCLUDE:

- Prior experience as a licensed dentist strongly preferred, clinical and public health experience preferred
- Excellent oral and written communication skills and strong commitment to public health dentistry

EDUCATION REQUIREMENTS INCLUDE:

- · Advanced degree from accredited school of dentistry
- · Licensed as a dentist in the state of Maine
- Valid DEA license to prescribe narcotics

Employee benefits include earned benefits time (includes sick, vacation, holiday); health, dental, and vision insurance; employer-paid life insurance and disability insurance; 401k plan with employer match, and educational benefits.

Contact Penny Townsend at 118 Moosehead Trail, Suite 5, Newport, ME 04953, (207) 355-3508, or penny.townsend@hhcme.org

DENTAL CENTER SEEKS EXTRA HELP

Kennebec Valley Family Dentistry, Augusta, ME

Our beautiful new dental center needs extra help: • Special business project - needed to do Eaglesoft patient billing - flexible hours computer experience required

- Dental hygienist needed for summer vacations and extra patients - flexible - we are open M-F
- Dental assistant needed to help with extra dentists this summer and with receptionist tasks.

Contact Bonnie Vaughan, executive director, at bssvaughan@msn.com or (207) 232-4836.

SEEKING FQHC DENTIST

Nasson Health Care in Springvale, Maine, is seeking a qualified dentist to work collaboratively with a team of health and administrative professionals to provide direct clinical services in accordance with the highest standards of dental practice. Applicants must have a degree from an accredited school in the US, and the ability to obtain an unrestricted license to practice dentistry in Maine. Nasson Health Care is a Federally Qualified Health Center located in an iconic New England village, in southern York County, less than an hour's drive from Portland, Maine, and Portsmouth, New Hampshire, Nasson Health Care is an eligible site for the National Health Service Corps Student Loan Repayment Program. For more information, visit www.nassonhealthcare.org or contact Martin Sabol, director of health services, at martin.sabol@ nassonhealthcare.org or (207) 324-5762.

GENERAL DENTISTS

The Caring Hands of Maine Dental Program in Ellsworth, Maine, is recruiting general dentists to join our non-profit organization. We have facilities in Ellsworth and Mount Desert Island, and operate an active mobile program in Hancock, Washington, and Aroostook counties. Full-time and part-time hours are available immediately. We are an externship site for four universities, and qualified applicants must be community-minded and enjoy teaching. We are a FAME loan repayment site. For more information, contact Dr. Timothy Oh at TOh@ caringhandsofmaine.org.

GENERAL DENTIST

Augusta private group is seeking an associate dentist to join our well-established family practice. Digital x-rays and paperless office. Partnership potential with mutual interest. Recent graduates are welcome to apply. Email resume and/or questions to nr@roadrunner.com.

ASSOCIATE - GENERAL PRACTICE

General family dental practice in the Lewiston/ Auburn area seeking an associate with eventual buy-in/purchase. Very contemporary office, with 3-D Conebeam, digital scanner, and laser technology that delivers all phases of dentistry. Position is full-time with benefits. Submit your resume and any questions to 4southernmaine@ gmail.com.

GENERAL DENTIST

St. Croix Regional Family Health Center in Princeton, Maine has an excellent opportunity for a recent graduate or an experienced general dentist. SCRFHC is Federally Qualified Health Center located in a Health Professional Shortage Area! Our new dental department is state of the art with digital radiography and paperless charting system. We are looking for a highly motivated and personable general dentist who is licensed in the state of Maine. We have a competitive compensation and benefits package. Dentist joining SCRFHC are eligible to apply for NHSC loan repayment! Please send in your resume to Corinne A. LaPlant, Community Health Center, St. Croix Regional Family Health Center, 136 Mill Street, Princeton, ME 04668 Telephone Number: 207-796-5503; Email Address: scrfhc.cal@hotmail.com

SEEKING GENERAL DENTIST

We are looking for a general dentist who is compassionate, honest, driven, and motivated to provide excellent dental care to our patients. All of our patients are fee-for-service or have PPO insurance. We are a state-of-the-art facility with new equipment, including digital intraoral scanner, hard/soft tissue lasers, 3-D conebeam, digital x-rays, in-house dental lab, and electric handpieces. Please send your resume to jobs@ beautifulsmile.com.

PART-TIME DENTAL OPPORTUNITY

Busy dental clinic needs a dentist in Waterville, Maine, two days a week. \$600/day compensation plus commission. If interested, please send resume plus references to mainstreetdentalcenter@gmail.com.

VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our newly expanded dental program in Brunswick. Help us make a difference by giving of your time at our brand new clinic with two new operatories, digital x-rays and electronic records. We provide free adult dental care to prescreened patients and our staff dental assistant will help make your experience be a positive one. We will help retired dentists with licensing and insurance. To learn more, visit us at www.oasisfreeclinics. org or contact Dr. Rick Elsaesser at rselsaesser@ gmail.com.

Have life's challenges got you down?

If use of drugs (including alcohol) or other compulsive behaviors have become a problem for you, help is just a phone call away. The Medical Professionals Health Program can provide you with confidential guidance to help you, a friend or colleague with substance use issues. Please call the number below for assistance or for more information. Eligible professionals include: physicians, physician assistants, dentists, hygienists, denturists, nurses (all licensed), pharmacists and veterinarians.

Medical Professionals Health Program (207) 623-9266 ***

Multi-professional Peer Support Group Meetings

These weekly confidential meetings (Caduceus Groups) are mutual peer support meetings for the health professionals listed above who are experienced with recovery for chemical dependency, addictive behaviors and/or other medical or mental illness, including depression. Please call the contact number listed for more information.

PRESQUE ISLE: Thursday at 7:30PM - Aroostook Medical Center,

Nat: (207) 551-2171

BANGOR: Monday at 7PM - Acadia Hospital - Osprey Room, Patti: (480)221-9776

CALAIS: Thursday at 7:15 PM - Surgical Services Office, 15 Palmer St.,

Dave: (207) 461-8724

FARMINGTON: Tuesday at 5:00 pm - UMF - Education Bldg, Rm 322

Jen: (207) 272-4449 Jack:(207) 578-0232

LEWISTON: Tuesday at 7PM - New Wing St . Mary's Hospital Front Lobby,

Julie: (207) 784-2985

PORTLAND: Wednesday at 7PM - Mercy Hospital Level B2 Upper Aud.,

Don: (207) 651-7008

PORTSMOUTH, NH: Monday at 7:30PM - Portsmouth Ballroom,

Laura: (603) 534-2372

Classifieds

PART-TIME DENTAL CONSULTANT

Change Healthcare Pharmacy Solutions, Inc. is adding a qualified dental consultant to its team of clinical professionals to work from its Augusta office part time. Hours are negotiable and flexible. Candidates must hold an active Maine license.

This position requires a relatively high degree of independent action and initiative. Must demonstrate knowledge and ability to collaborate effectively with individuals, the client, legal representatives, community providers, and other resources.

Responsibilities include: continued development of working knowledge of MaineCare policy and contractual performance requirements. Perform day-to-day activities required for dental/orthodontia prior authorization processing and decision-making. Participate in the preparation for and attend administrative hearings, providing clinical and policy input. Respond to telephone and email requests for information from the client as needed.

For information, please call Mary Dube, RN, at (207) 512-3788 or email mdube@changehealthcare.com.

SOLO PRACTICE FOR SALE

Is it time to be your own boss? Solo practice for sale in beautiful Down East Maine. Growing area has potential for many new patients. Centrally located, spacious office has four operatories, long-term enthusiastic hygienists. Option to purchase building that includes apartments. Possible owner financing. Call (207) 664-4463.

GENERAL PRACTICE FOR SALE

Must see opportunity - this established general practice is located in a beautiful, chalet-style building in the heart of central Maine. Grossed 600+ on a 4-day work week. The 4-op facility comes outfitted with digital x-ray technology, and uses Dentrix. The practice boasts a large, active patient base and currently refers out some oral surgery, endo, ortho, perio, and implant placement, leaving large growth potential for incoming doctor. If you are looking for great cash flow with less competition, this is the ideal practice for you. For further information, email imndic@aol.com.

DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and O.R., who loves kids of all ages, especially those with "special needs," is seeking a part-time position (one day per week +/-). Please call "Dr. Linda" at 207-966-2676. Thank you!

TMJ DIAGNOSIS & TREATMENT WITH AN ORTHOPEDIC APPROACH

- Diagnosis with thorough exams, in-house CBCT, mounted diagnostic casts, photographs & MRI when indicated, nerve blocks
- Written reports by radiologists for all imaging
- Mentors include Dr. Mark Piper, Dr. John Droter
 Dr. Leff Olysper and at the area
- & Dr. Jeff Okeson, among others
- Contact Dr. Kerry Bryant, Augusta, 207-621-1111

PRACTICE FOR SALE

Franklin County - Very strong, restorative practice with consistent financial performance. Four modern treatment rooms in a standalone building. Practice has consistent revenues at \$850,000, with exceptional profit margins around 45%. For more details, contact Henry Schein Professional Practice Transition Sales Consultant Tyler Russell, 617-447-8760, Tyler.Russell@henryschein.com. #ME109

ORAL SURGEON/ENDODONTIST

Gentle Family Dentistry is a premier dental group providing a full range of general, restorative, and cosmetic dentistry in Southern Maine. Our office is professionally designed, utilizes the latest technology, and is completely digital. Our team of dental professionals provides the highest quality of comprehensive dental care, and works together to give our patients a superior dental experience.

We are currently seeking FT/PT motivated oral surgeon and endodontist to service our large oral surgery and endo patient referral base, as we uniquely procure referrals from both our internal and external providers. The candidate must have excellent communication skills and be capable of delivering a high standard of care. Other responsibilities include collaborating with the general dentist in delivering effective care for the patient and maintaining up-to-date electronic patient records

We require all dental providers to work in compliance with ADA standards and maintain CE proficiency.

Please send your resume to jobs@ beautifulsmile.com.

ORAL SURGEON, ENDODONTIST, PERIODONTIST, ANESTHESIOLOGISTS

Acadia Advanced Dentistry is a specialty clinic opening in 2019. It is affiliated with Caring Hands of Maine, and located in Ellsworth. We are seeking specialists in the above categories who would be interested in working in Hancock County on a full-time, part-time, or rotating basis. Teaching/faculty opportunities and potential loan repayment available. This is a high-need area, with an opportunity to create a satellite practice with no capital investment! For more information, contact Dr. Timothy Oh at TOh@caringhandsofmaine.org.

PRACTICES FOR SALE

Since 1981 – Jim Kasper Associates LLC – Specializing in appraisals and sales of dental practices throughout the Northeast.

Current offerings in Maine include: Bangor Area, Greater Portland, Augusta, and Mid-Coast region.

All inquiries confidential.

Our Maine representative is Dr. Tony Bates – (207) 975-1942.

Visit our website at www.jimkasper.com, or email info@jimkasper.com.

FULL-TIME ORTHODONTIST

Close to both Portland and Boothbay Harbor, Maine, Catholic Charities Maine Jessie Albert Dental and Orthodontic Center in Bath has a fulltime, salaried opportunity for an orthodontist.

You will be responsible for diagnosis and treatment planning for the orthodontic patients in our center. You will have an experienced practice manager, a team of well-trained assistants, and front desk staff to handle all the paperwork and administration, and assist you in treating patients. In addition, you will have a senior orthodontist available to assist and supplement you, ensuring a successful transition.

We offer an outstanding benefit package which includes:

- Competitive national salary, with the benefit of a 4-day work week!
- Sign-on & annual bonus!
- Medical and dental insurance, short and long term disability, life insurance and 401k
- · Robust time off and paid holidays
- · Uniform allowance
- · Malpractice insurance reimbursement
- DEA license reimbursement
- State license reimbursement
- Continuing education allowance

Candidates shall have a minimum of a Doctor of Dental Surgery (DDS) or Doctor of Dental Medicine (DMD). Must be a graduate of a certified orthodontic and dentofacial orthopedics program, having earned either a certification or master's degree in orthodontics and dentofacial orthopedics. The orthodontist shall be licensed to practice dentistry in the state of Maine. Resumes will be accepted until the position has been filled.

You may submit your cover letter and resume (indicating the position title) via our website (www.ccmaine.org) or email (hroffice@ccmaine.org), fax (207-523-2789), or mail to Human Resources Office, Catholic Charities Maine PO Box 10660, Portland, ME 04104.

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351

Phone 207-622-7900 Fax 207-622-6210 E-mail info@medental.org





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MDA 2019 Annual Convention







CEBy
The Sea
Bar
Harbor

For details and registration, go to www.medentalce.com